

Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
Acrobat Adobe Fundamentals: An Introduction to Acrobat XI (2940)	Adobe	Introductory	3	10.01%
Captivate Essentials - An Introduction to Captivate (2941)	Adobe	Introductory	3	10.01%
Captivate - Beyond the Essentials (2942)	Adobe	Intermediate	2	10.01%
Fast Track - to ColdFusion 10 (2943)	Adobe	Intermediate	3	10.01%
Advanced ColdFusion 10 Development (2944)	Adobe	Advanced	3	10.01%
Dreamweaver Fundamentals: An Introduction to Dreamweaver CC (2945)	Adobe	Introductory	4	10.01%
Photoshop CC Advanced: Print and Photography (2946)	Adobe	Advanced	2	10.01%
Photoshop CC Advanced: Web and Video (2947)	Adobe	Advanced	2	10.01%
Illustrator Fundamentals: An Introduction to Illustrator CC (2948)	Adobe	Introductory	3	10.01%
Illustrator Advanced (2949)	Adobe	Advanced	2	10.01%
InDesign Fundamentals: An Introduction to InDesign CC (2950)	Adobe	Introductory	3	10.01%
InDesign CC Advanced (2951)	Adobe	Advanced	2	10.01%
Photoshop Fundamentals: An Introduction to Photoshop CC (2952)	Adobe	Introductory	3	10.01%
Introduction to Adobe After Effects CC (2953)	Adobe	Introductory	3	10.01%
Intermediate Adobe After Effects CC (2954)	Adobe	Intermediate	2	10.01%
Advanced Adobe After Effects CC (2955)	Adobe	Advanced	2	10.01%
Introduction to Premiere Pro CC (2956)	Adobe	Introductory	3	10.01%
Premiere Pro CC Advanced (2957)	Adobe	Advanced	2	10.01%
WordPress - An Introduction (2958)	Adobe	Introductory	2	10.01%
Senior/Expert Leadership and Interpersonal Skills (3663)	Adobe	Advanced	3	10.01%
User & System Requirements for Successful Software Development (218)	Application & Web Programming	Intermediate	4	20.00%
Software Quality Assurance: Implementing Consistent Quality (312)	Application & Web Programming	Intermediate	3	20.00%
ISTQB Certified Tester: Achieving Foundation Certification (316)	Application & Web Programming	Intermediate	3	20.00%
Project Management for Software Development (340)	Application & Web Programming	Introductory	4	20.00%
Software Change, Configuration and Release Management (342)	Application & Web Programming	Introductory	3	20.00%
C# Programming (419)	Application & Web Programming	Introductory	4	20.00%
Service-Oriented Architecture (SOA) Introduction (424)	Application & Web Programming	Introductory	3	20.00%
Perl 5 Programming Introduction (431)	Application & Web Programming	Introductory	4	20.00%
Developing a Website (470)	Application & Web Programming	Introductory	4	20.00%
Java Programming Introduction (471)	Application & Web Programming	Introductory	4	20.00%
Programming with .NET Introduction (502)	Application & Web Programming	Introductory	4	20.00%
Visual Basic Programming for .NET (503)	Application & Web Programming	Introductory	4	20.00%
.NET Best Practices and Design Patterns (511)	Application & Web Programming	Intermediate	4	20.00%
Java Best Practices and Design Patterns (516)	Application & Web Programming	Intermediate	4	20.00%
Developing Enterprise Java Applications with Spring & Hibernate (517)	Application & Web Programming	Advanced	4	20.00%
CSS3 for Responsive Web Design (522)	Application & Web Programming	Introductory	4	20.00%
XML Introduction (542)	Application & Web Programming	Introductory	4	20.00%
Developing Java Web Applications (570)	Application & Web Programming	Intermediate	4	20.00%
Building REST and SOAP Web Services with Java (577)	Application & Web Programming	Advanced	4	20.00%
Agile Fundamentals: Scrum, Kanban, Lean and XP (918)	Application & Web Programming	Introductory	3	20.00%
Agile Programming Professional (933)	Application & Web Programming	Intermediate	3	20.00%
Building Modern Java Enterprise Apps: JPA, EJB3, JSF & Ajax (936)	Application & Web Programming	Advanced	4	20.00%
Agile Software Design Professional (944)	Application & Web Programming	Intermediate	3	20.00%
Programming C# Extended Features (973)	Application & Web Programming	Intermediate	4	20.00%
Building Web Applications with ASP.NET MVC (977)	Application & Web Programming	Intermediate	4	20.00%
New Features in Angular (1069)	Application & Web Programming	Introductory	1	20.00%

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Preparing for Success with Agile and Scrum (1083)	Application & Web Programming	Introductory	1	20.00%
jQuery Introduction (1610)	Application & Web Programming	Introductory	4	20.00%
User Experience (UX) Design for Successful Software (1802)	Application & Web Programming	Introductory	3	20.00%
Preparing for TOGAF® Certification (1803)	Application & Web Programming	Intermediate	4	20.00%
Accelerating Agile Development for Scrum Teams (1812)	Application & Web Programming	Intermediate	3	20.00%
Certified ScrumMaster® (1813)	Application & Web Programming	Intermediate	2	20.00%
Certified Scrum Product Owner® (1814)	Application & Web Programming	Intermediate	2	20.00%
Agile Testing Strategies and Practices (1815)	Application & Web Programming	Intermediate	3	20.00%
Agile Software Development with Team Foundation Server (1816)	Application & Web Programming	Intermediate	4	20.00%
Leading SAFe - SAFe Agilist Certification (1817)	Application & Web Programming	Intermediate	2	20.00%
Agile Test Automation (1820)	Application & Web Programming	Intermediate	2	20.00%
Introduction to Software Testing (1830)	Application & Web Programming	Introductory	3	20.00%
Python Programming Introduction (1905)	Application & Web Programming	Introductory	4	20.00%
Advanced Python: Best Practices and Design Patterns (1906)	Application & Web Programming	Advanced	4	20.00%
Mobile & Responsive Web Design (2315)	Application & Web Programming	Intermediate	3	20.00%
JavaScript for Modern Web Development (2319)	Application & Web Programming	Intermediate	4	20.00%
HTML5 Web Development with CSS3 and JavaScript (2320)	Application & Web Programming	Intermediate	4	20.00%
Building Web Applications with AngularJS (2321)	Application & Web Programming	Intermediate	4	20.00%
Building Web Applications with React (2322)	Application & Web Programming	Intermediate	4	20.00%
ECMAScript Programming: The Next Generation JavaScript (2323)	Application & Web Programming	Intermediate	4	20.00%
Building Web Applications with Angular 2 (2324)	Application & Web Programming	Introductory	4	20.00%
WCF, Web API and SignalR Services for .NET (2601)	Application & Web Programming	Intermediate	4	20.00%
.NET 4.5 Programming for Existing .NET Developers (2620)	Application & Web Programming	Intermediate	4	20.00%
Building ASP.NET Web Forms Applications (2621)	Application & Web Programming	Intermediate	4	20.00%
iPhone and iPad Application Development Introduction (2761)	Application & Web Programming	Introductory	4	20.00%
Swift Programming Introduction (2763)	Application & Web Programming	Introductory	4	20.00%
Android Application Development & Programming (2771)	Application & Web Programming	Intermediate	4	20.00%
Mobile Application and Device Security (2781)	Application & Web Programming	Intermediate	3	20.00%
Agile Leadership (3401)	Application & Web Programming	Intermediate	3	20.00%
Agile Business Analysis (3511)	Application & Web Programming	Intermediate	3	20.00%
PMI-Agile Certified Practitioner (PMI-ACP)® Exam Prep (3605)	Application & Web Programming	Intermediate	3	20.00%
Lean IT: Achieving Foundation Certification (3630)	Application & Web Programming	Intermediate	2	20.00%
Fundamentals of DevOps (ICP-FDO Certification) (3641)	Application & Web Programming	Intermediate	3	20.00%
Managing Agile Projects with JIRA Software (3642)	Application & Web Programming	Intermediate	4	20.00%
Smoothing Development Workflow: An Introduction to Kanban (3650)	Application & Web Programming	Introductory	1	20.00%
Value in Kanban Systems Design (KMP-I) (3651)	Application & Web Programming	Intermediate	2	20.00%
Kanban Management Professional (KMP-II) (3652)	Application & Web Programming	Intermediate	2	20.00%
Java Test-Driven Development with JUnit (4532)	Application & Web Programming	Intermediate	1	20.00%
Programming Graphics & Multimedia in HTML5 & CSS3 (4541)	Application & Web Programming	Intermediate	1	20.00%
Getting Started with HTML (4542)	Application & Web Programming	Introductory	1	20.00%
Developing Offline Applications with HTML5 (4543)	Application & Web Programming	Intermediate	1	20.00%
Getting to Know AngularJS (4544)	Application & Web Programming	Introductory	1	20.00%
Fundamentals of jQuery (4547)	Application & Web Programming	Introductory	1	20.00%
Configuring a Web Server (4548)	Application & Web Programming	Intermediate	1	20.00%
Agile Adoption for Managers (4590)	Application & Web Programming	Introductory	1	20.00%
Introduction to Scrum (4591)	Application & Web Programming	Introductory	1	20.00%

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ScrumMaster: Beyond the Basics (4595)	Application & Web Programming	Introductory	1	20.00%
Agile Metrics: Tools for Agile Success (4596)	Application & Web Programming	Introductory	1	20.00%
Agile Release Management (4597)	Application & Web Programming	Introductory	1	20.00%
Effective User Stories (4598)	Application & Web Programming	Introductory	1	20.00%
ASP.NET MVC with AngularJS and Bootstrap (4644)	Application & Web Programming	Advanced	1	20.00%
Developing ASP.NET Web API Services (4645)	Application & Web Programming	Advanced	1	20.00%
Entity Framework (EF) Code First (4646)	Application & Web Programming	Advanced	1	20.00%
Introduction ASP.NET vNext (4647)	Application & Web Programming	Introductory	1	20.00%
Understanding .NET vNext (4649)	Application & Web Programming	Intermediate	1	20.00%
Introduction to Language Integrated Query (LINQ) (4650)	Application & Web Programming	Introductory	1	20.00%
Jumpstart to Programming (4680)	Application & Web Programming	Introductory	1	20.00%
Designing Web Application User Interfaces with Bootstrap (4731)	Application & Web Programming	Introductory	1	20.00%
Drupal Essentials (4737)	Application & Web Programming	Introductory	1	20.00%
Building Directives with AngularJS (4738)	Application & Web Programming	Intermediate	1	20.00%
Secure PHP Websites (4739)	Application & Web Programming	Intermediate	1	20.00%
Lean-Agile: Combining Kanban & Scrum (4870)	Application & Web Programming	Introductory	1	20.00%
Agile Project Workshop (4871)	Application & Web Programming	Intermediate	1	20.00%
Agile Requirements: The Business Analyst in Scrum (4875)	Application & Web Programming	Intermediate	1	20.00%
Effective Software Testing Strategies (4876)	Application & Web Programming	Intermediate	1	20.00%
Introduction to Test-Driven Development (4879)	Application & Web Programming	Introductory	1	20.00%
Six Sigma Essentials (4884)	Application & Web Programming	Introductory	1	20.00%
DevOps: Technical Essentials (4885)	Application & Web Programming	Introductory	1	20.00%
DevOps: Management & Team Essentials (4886)	Application & Web Programming	Introductory	1	20.00%
Modern Perl Fundamentals (4890)	Application & Web Programming	Introductory	1	20.00%
Java 8 New Features, Part 1 (4892)	Application & Web Programming	Introductory	1	20.00%
Java 8 New Features, Part 2 (4893)	Application & Web Programming	Intermediate	1	20.00%
Mac OS® X: Troubleshooting (5000)	Application & Web Programming	Introductory	1	20.00%
Mac OS® X: Diagnosing and Solving Performance Issues (5001)	Application & Web Programming	Intermediate	1	20.00%
Mac OS® X: Virtualization (5002)	Application & Web Programming	Intermediate	1	20.00%
Mac OS® X: Security (5003)	Application & Web Programming	Intermediate	1	20.00%
Mac OS® X: New Features (5004)	Application & Web Programming	Introductory	1	20.00%
iOS 8: New Features (5005)	Application & Web Programming	Introductory	1	20.00%
C++14 New Features: How Are They More Effective? (5062)	Application & Web Programming	Introductory	1	20.00%
Securing AWS Cloud (4713)	AWS	Introductory	1	11.00%
Securing Azure Cloud (4714)	AWS	Introductory	1	11.00%
SQL Server Integration Services for Business Intelligence (134)	Big Data and Data Analytics	Intermediate	4	20.00%
SQL Server Analysis Services for Business Intelligence (139)	Big Data and Data Analytics	Intermediate	4	20.00%
SQL Server Reporting Services (140)	Big Data and Data Analytics	Intermediate	4	20.00%
SQL Server High Availability (141)	Big Data and Data Analytics	Intermediate	3	20.00%
Developing SQL Queries for Oracle Databases (234)	Big Data and Data Analytics	Intermediate	4	20.00%
Relational Database Design, Tools and Techniques (382)	Big Data and Data Analytics	Introductory	4	20.00%
Application Development and Tuning for Oracle Databases (492)	Big Data and Data Analytics	Intermediate	5	20.00%
Oracle PL/SQL Programming (493)	Big Data and Data Analytics	Intermediate	5	20.00%
SQL Server Transact-SQL Programming (532)	Big Data and Data Analytics	Intermediate	4	20.00%
Developing SQL Queries for SQL Server (534)	Big Data and Data Analytics	Intermediate	4	20.00%
Developing High-Performance SQL Server Databases (535)	Big Data and Data Analytics	Advanced	5	20.00%

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SQL Programming Language Introduction (925)	Big Data and Data Analytics	Introductory	3	20.00%
Cloud Computing Technologies Introduction (1200)	Big Data and Data Analytics	Introductory	3	20.00%
Amazon Web Services (AWS) (1205)	Big Data and Data Analytics	Intermediate	4	20.00%
Expanding AWS Adoption (1206)	Big Data and Data Analytics	Intermediate	4	20.00%
(ISC) <sup>2</sup> Certified Cloud Security Professional (CCSP) Exam Preparation (1213)	Big Data and Data Analytics	Intermediate	5	20.00%
Essentials of Cloud Security Management (1220)	Big Data and Data Analytics	Intermediate	3	20.00%
Introduction to Big Data (1250)	Big Data and Data Analytics	Introductory	3	20.00%
Hadoop Programming with Java for Big Data Solutions (1251)	Big Data and Data Analytics	Intermediate	4	20.00%
Hadoop Architecture & Administration for Big Data Solutions (1252)	Big Data and Data Analytics	Intermediate	4	20.00%
Introduction to Data Science for Big Data Analytics (1253)	Big Data and Data Analytics	Advanced	5	20.00%
Extracting Business Value from Big Data with Pig, Hive & Impala (1254)	Big Data and Data Analytics	Intermediate	4	20.00%
Tableau: Presenting Analytic Visualizations (1256)	Big Data and Data Analytics	Introductory	3	20.00%
Building Apache Cassandra Databases (1260)	Big Data and Data Analytics	Intermediate	3	20.00%
Building Enterprise Solutions with MongoDB (1261)	Big Data and Data Analytics	Intermediate	4	20.00%
Apache Spark Programming with Scala for Big Data Solutions (1262)	Big Data and Data Analytics	Intermediate	4	20.00%
SQL Server 2012: Administration Skills Upgrade (2105)	Big Data and Data Analytics	Intermediate	3	20.00%
SQL Server Introduction (2107)	Big Data and Data Analytics	Introductory	4	20.00%
SQL Server Database Administration (2108)	Big Data and Data Analytics	Intermediate	4	20.00%
SQL Server 2014 Performance Enhancements (2111)	Big Data and Data Analytics	Intermediate	3	20.00%
Designing an Effective Data Warehouse (2191)	Big Data and Data Analytics	Intermediate	4	20.00%
Oracle Database 12c Introduction (2226)	Big Data and Data Analytics	Introductory	5	20.00%
Oracle Database 12c Administration (2227)	Big Data and Data Analytics	Intermediate	5	20.00%
Oracle Database 12c Backup, Recovery and Server Tuning (2228)	Big Data and Data Analytics	Intermediate	5	20.00%
Big Data Insights, Technologies & Trends (4500)	Big Data and Data Analytics	Introductory	1	20.00%
Introduction to Python for Data Analytics (4509)	Big Data and Data Analytics	Introductory	1	20.00%
Writing SQL Queries with SQL Server Management Studio (4550)	Big Data and Data Analytics	Introductory	1	20.00%
Writing SQL Queries (4551)	Big Data and Data Analytics	Introductory	1	20.00%
Creating Analytical SQL Queries for SQL Server (4552)	Big Data and Data Analytics	Intermediate	1	20.00%
SQL Server DBA Essentials (4553)	Big Data and Data Analytics	Introductory	1	20.00%
Report Development with SQL Server Reporting Services (4556)	Big Data and Data Analytics	Introductory	1	20.00%
Powerful SQL Queries for SQL Server (4559)	Big Data and Data Analytics	Intermediate	1	20.00%
Building a Data Warehouse (4562)	Big Data and Data Analytics	Introductory	1	20.00%
Writing Stored Procedures (4563)	Big Data and Data Analytics	Introductory	1	20.00%
Getting Started with SQL Server and Azure (4566)	Big Data and Data Analytics	Introductory	1	20.00%
MDX Query Fundamentals (4567)	Big Data and Data Analytics	Introductory	1	20.00%
Oracle Database 12c Disaster Recovery with Data Guard (4691)	Big Data and Data Analytics	Intermediate	1	20.00%
Powerful SQL Queries for Oracle (4694)	Big Data and Data Analytics	Intermediate	1	20.00%
Building Dynamic SQL Code with PL/SQL (4695)	Big Data and Data Analytics	Intermediate	1	20.00%
Cloud Essentials (4710)	Big Data and Data Analytics	Introductory	1	20.00%
AWS New Features (4711)	Big Data and Data Analytics	Intermediate	1	20.00%
OpenStack Overview (4712)	Big Data and Data Analytics	Intermediate	1	20.00%
Introduction to R for Data Analytics (5045)	Big Data and Data Analytics	Intermediate	1	20.00%
Amazon EMR (5048)	Big Data and Data Analytics	Intermediate	1	20.00%
Data Analytics for Internet of Things (5049)	Big Data and Data Analytics	Intermediate	1	20.00%
ABI In Action: Non-Traditional GEOINT and The Future of Analysis (8025)	Big Data and Data Analytics	Intermediate	1	20.00%
Querying SQL Server 2016 Data with Transact-SQL (20761) (8420)	Big Data and Data Analytics	Intermediate	5	20.00%



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Developing SQL Server 2016 Databases (20762) (8421)	Big Data and Data Analytics	Intermediate	5	20.00%
Administering a SQL Server 2016 Database Infrastructure (20764) (8422)	Big Data and Data Analytics	Intermediate	5	20.00%
Provisioning SQL Server 2016 Databases (20765) (8423)	Big Data and Data Analytics	Intermediate	3	20.00%
Implementing a SQL Server 2016 Data Warehouse (20767) (8424)	Big Data and Data Analytics	Intermediate	5	20.00%
Developing SQL Server 2016 Data Models (20768) (8425)	Big Data and Data Analytics	Intermediate	3	20.00%
Introduction to SQL Server 2016 Databases (10985) (8426)	Big Data and Data Analytics	Intermediate	3	20.00%
Updating Your Skills to SQL Server 2016 (10986) (8427)	Big Data and Data Analytics	Intermediate	3	20.00%
Performance Tuning and Optimizing SQL Server 2016 Databases (10987) (8428)	Big Data and Data Analytics	Intermediate	4	20.00%
Managing SQL Server 2016 Business Intelligence Operations (10988) (8429)	Big Data and Data Analytics	Intermediate	3	20.00%
Analyzing Data with PowerBI (20778) (8430)	Big Data and Data Analytics	Intermediate	3	20.00%
Analyzing Data with SQL Server 2016 Reporting Services (10990) (8431)	Big Data and Data Analytics	Intermediate	3	20.00%
Data Analysis Fundamentals using Excel 2016 (10994) (8432)	Big Data and Data Analytics	Intermediate	2	20.00%
Analyzing Data with Excel 2016 (20779) (8433)	Big Data and Data Analytics	Intermediate	3	20.00%
Crystal Reports (126)	Business Analysis	Introductory	4	20.00%
Business Analysis Introduction: Defining Successful Projects (211)	Business Analysis	Introductory	3	20.00%
Building an Effective Business Case (212)	Business Analysis	Intermediate	3	20.00%
Developing User Requirements: The Key to Project Success (315)	Business Analysis	Intermediate	4	20.00%
Introduction to Modeling for Business Analysis (447)	Business Analysis	Introductory	4	20.00%
Soft Skills Training for Business Analysis (3504)	Business Analysis	Introductory	3	20.00%
Introduction to Business Process Improvement (BPI) (3505)	Business Analysis	Introductory	3	20.00%
BCS Foundation Certificate in Business Analysis (3507)	Business Analysis	Intermediate	3	20.00%
BCS Certificate in Business Analysis Practice (3508)	Business Analysis	Intermediate	3	20.00%
BCS Certificate in Modelling Business Processes (3509)	Business Analysis	Intermediate	4	20.00%
BCS Certificate in Requirements Engineering (3510)	Business Analysis	Intermediate	3	20.00%
IIBA® Business Analysis Body of Knowledge® (BABOK®) Comprehensive Study (3515)	Business Analysis	Intermediate	3	20.00%
IIBA® CCBA® Exam Preparation — Essential Knowledge (3516)	Business Analysis	Intermediate	1	20.00%
IIBA® CBAP® Exam Preparation — Case Studies (3517)	Business Analysis	Intermediate	1	20.00%
Documenting Requirements for Successful Projects (4580)	Business Analysis	Introductory	1	20.00%
The Strategic Role of the Business Analyst (4582)	Business Analysis	Introductory	1	20.00%
Creating Effective Stakeholder Engagement (4584)	Business Analysis	Introductory	1	20.00%
Key Financial Metrics for Business Case Analysis (4587)	Business Analysis	Introductory	1	20.00%
Business and Report Writing Introduction (219)	Business and Professional Skills	Introductory	3	25.00%
Assertiveness Skills: Communicating with Authority & Impact (244)	Business and Professional Skills	Introductory	3	25.00%
Finance and Accounting for Nonfinancial Managers (281)	Business and Professional Skills	Introductory	3	25.00%
Critical Thinking and Creative Problem Solving (284)	Business and Professional Skills	Intermediate	3	25.00%
Management Skills (290)	Business and Professional Skills	Introductory	4	25.00%
Communication Skills: Results through Collaboration (292)	Business and Professional Skills	Introductory	3	25.00%
Influence Skills: Getting Results without Direct Authority (294)	Business and Professional Skills	Introductory	4	25.00%
Personal Skills for Professional Excellence (297)	Business and Professional Skills	Intermediate	4	25.00%
Technical Writing Introduction (319)	Business and Professional Skills	Introductory	4	25.00%
Time Management (344)	Business and Professional Skills	Introductory	2	25.00%
Business Relationship Management: Aligning IT & the Business (902)	Business and Professional Skills	Intermediate	3	25.00%
Public Speaking: Compelling Speeches & Presentations (903)	Business and Professional Skills	Intermediate	3	25.00%
Management Skills for an IT Environment (906)	Business and Professional Skills	Introductory	4	25.00%
Strategic Thinking for Operational Management (3310)	Business and Professional Skills	Intermediate	3	25.00%

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21st Century Leadership: Inspiring Excellence and Engagement (3311)	Business and Professional Skills	Introductory	3	25.00%
Developing Your Leadership Voice for Presence and Impact (3405)	Business and Professional Skills	Introductory	3	25.00%
Emotional Intelligence: Achieving Leadership Success (3411)	Business and Professional Skills	Intermediate	3	25.00%
Professional Services Professional: Operational Catalyst (3820)	Business and Professional Skills	Intermediate	3	25.00%
Professional Services Professional: Business Executive (3821)	Business and Professional Skills	Intermediate	3	25.00%
Professional Services Professional: Commercial Rainmaker (3822)	Business and Professional Skills	Intermediate	3	25.00%
Professional Services Professional: Personal Athlete (3823)	Business and Professional Skills	Intermediate	3	25.00%
Professional Services Professional: Technical Authority (3824)	Business and Professional Skills	Intermediate	2	25.00%
Achieving Success as a New Manager (4660)	Business and Professional Skills	Introductory	1	25.00%
Responding Productively to Stress (4661)	Business and Professional Skills	Introductory	1	25.00%
Time Management Essentials (4662)	Business and Professional Skills	Introductory	1	25.00%
Professional Development Essentials (4663)	Business and Professional Skills	Introductory	1	25.00%
Performance Management Essentials (4665)	Business and Professional Skills	Introductory	1	25.00%
Emotional Intelligence Essentials (4666)	Business and Professional Skills	Introductory	1	25.00%
Coaching Essentials for Managers (4667)	Business and Professional Skills	Introductory	1	25.00%
Executive Leadership Essentials (4668)	Business and Professional Skills	Introductory	1	25.00%
Customer Service Essentials (4669)	Business and Professional Skills	Introductory	1	25.00%
Cultural Intelligence Essentials (4970)	Business and Professional Skills	Introductory	1	25.00%
Facilitation for Successful Business Meetings (4971)	Business and Professional Skills	Intermediate	1	25.00%
Conflict Management and Resolution Essentials (4972)	Business and Professional Skills	Introductory	1	25.00%
Communicating and Engaging with Others (4974)	Business and Professional Skills	Intermediate	1	25.00%
Stakeholder Management Essentials (4975)	Business and Professional Skills	Introductory	1	25.00%
Leading Innovation Essentials (4982)	Business and Professional Skills	Intermediate	1	25.00%
Interconnecting Cisco Networking Devices Part 1 (ICND1) (2801)	Cisco	Intermediate	5	10.01%
Interconnecting Cisco Networking Devices Part 2 (ICND2) (2802)	Cisco	Intermediate	5	10.01%
CCNA Routing and Switching Boot Camp (CCNAX) (2803)	Cisco	Intermediate	5	10.01%
Implementing Cisco IP Routing (ROUTE) (2811)	Cisco	Intermediate	5	10.01%
Implementing Cisco IP Switched Networks (SWITCH) (2812)	Cisco	Intermediate	5	10.01%
Troubleshooting and Maintaining Cisco IP Networks (TSHOOT) (2813)	Cisco	Intermediate	5	10.01%
(DCACIF v2.0) Data Center Application Centric Infrastructure Fundamentals (2820)	Cisco	Intermediate	5	10.01%
(OCDCU v3.0) Deploying OpenStack Cloud-Fundamentals (2821)	Cisco	Intermediate	4	10.01%
(AUCCE1 V10.0) Administering Cisco Unified Contact Center Enterprise, Part 1 (2822)	Cisco	Intermediate	5	10.01%
(AUCCE2 V10.0) Administering Cisco Unified Contact Center Enterprise, Part 2 (2823)	Cisco	Intermediate	5	10.01%
(DUCCE v10.0) Deploying Unified Contact Center Enterprise (2824)	Cisco	Intermediate	5	10.01%
(CCNAX v3.0) Interconnecting Cisco Networking Devices: Accelerated (2825)	Cisco	Intermediate	5	10.01%
(WIFUND v1.01) Implementing Cisco Wireless Network Fundamentals (2826)	Cisco	Intermediate	5	10.01%
(CMA v11.0) Communications Manager Administration (2827)	Cisco	Intermediate	3	10.01%
(UCA v11.0) Unity Connection Administration (2828)	Cisco	Intermediate	2	10.01%
(DCUCI v5.0) Implementing Cisco Data Center Unified Computing (2829)	Cisco	Intermediate	5	10.01%
(SISE v2.1) Implementing and Configuring Cisco Identity Services Engine (2830)	Cisco	Intermediate	5	10.01%
(IINS v3.0) Implementing Cisco IOS Networking Security (2831)	Cisco	Intermediate	5	10.01%
(ICND2 v3.0) Interconnecting Cisco Networking Devices, Part 2 (2835)	Cisco	Intermediate	5	10.01%
(ICND1 v3.0) Interconnecting Cisco Networking Devices, Part 1 (2839)	Cisco	Intermediate	5	10.01%
FIREPOWER200 - Securing Networks with Cisco Firepower Threat Defense NGFW (2843)	Cisco	Intermediate	5	10.01%
Linux Introduction (143)	Linux and UNIX Training	Introductory	4	20.00%

Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
Linux Administration and Support (144)	Linux and UNIX Training	Intermediate	4	20.00%
UNIX and Linux Tools and Utilities (396)	Linux and UNIX Training	Advanced	4	20.00%
UNIX Introduction (428)	Linux and UNIX Training	Introductory	4	20.00%
Shell Programming (434)	Linux and UNIX Training	Introductory	3	20.00%
Linux Optimization and Troubleshooting (1901)	Linux and UNIX Training	Intermediate	4	20.00%
Linux for Power Users (4601)	Linux and UNIX Training	Introductory	1	20.00%
Shell Scripting with Bash (4602)	Linux and UNIX Training	Introductory	1	20.00%
Linux Booting and Initialization (4604)	Linux and UNIX Training	Introductory	1	20.00%
Linux Security (5022)	Linux and UNIX Training	Intermediate	1	20.00%
Power Excel: Analyzing Data to Make Business Decisions (195)	Microsoft Training	Intermediate	2	20.00%
VBA Programming Introduction (209)	Microsoft Training	Introductory	4	20.00%
Windows Server Group Policy Management (963)	Microsoft Training	Intermediate	4	20.00%
Windows PowerShell: Automating Administrative Tasks (969)	Microsoft Training	Intermediate	4	20.00%
Microsoft Access Introduction (970)	Microsoft Training	Introductory	4	20.00%
Microsoft Office: Streamlining Tasks (972)	Microsoft Training	Introductory	3	20.00%
Microsoft Excel Introduction (1361)	Microsoft Training	Introductory	3	20.00%
Power Pivot for Excel: Mining Data for Business Intelligence (1362)	Microsoft Training	Intermediate	2	20.00%
SharePoint Designer 2010: Building Applications & Workflows (1505)	Microsoft Training	Intermediate	4	20.00%
Developing InfoPath Forms for SharePoint (1507)	Microsoft Training	Intermediate	3	20.00%
SharePoint 2013 Technologies Introduction (1531)	Microsoft Training	Introductory	4	20.00%
Administering SharePoint 2013 Server Farms (1532)	Microsoft Training	Intermediate	4	20.00%
SharePoint Designer 2013: Workflows & Data-Driven Solutions (1533)	Microsoft Training	Intermediate	4	20.00%
Building Code-Free Solutions for SharePoint 2013 (1534)	Microsoft Training	Introductory	4	20.00%
Branding and Customizing SharePoint 2013 Sites (1535)	Microsoft Training	Intermediate	4	20.00%
Creating Dashboards with SharePoint (1536)	Microsoft Training	Intermediate	4	20.00%
SharePoint Information Architecture and Governance (1537)	Microsoft Training	Intermediate	4	20.00%
Deploying and Managing Windows (2401)	Microsoft Training	Intermediate	4	20.00%
Windows Server 2012 Introduction (2410)	Microsoft Training	Introductory	4	20.00%
Windows Server 2012 Administration (2411)	Microsoft Training	Intermediate	4	20.00%
Windows Server 2012 Active Directory Domain Services (2412)	Microsoft Training	Intermediate	4	20.00%
Microsoft Azure Infrastructure Services (2413)	Microsoft Training	Intermediate	4	20.00%
System Center 2012 Configuration Manager Introduction (2415)	Microsoft Training	Intermediate	5	20.00%
IIS 8.0/8.5 for Windows Server 2012 (2416)	Microsoft Training	Intermediate	4	20.00%
Windows Server 2012 Hyper-V Virtualization (2417)	Microsoft Training	Intermediate	4	20.00%
Windows 10: Configuration and Support (2420)	Microsoft Training	Intermediate	4	20.00%
Planning, Deploying and Managing Exchange Server 2013 (2502)	Microsoft Training	Intermediate	5	20.00%
Developing Apps for SharePoint 2013 (2616)	Microsoft Training	Intermediate	4	20.00%
SharePoint 2013 Content Management for End Users (4510)	Microsoft Training	Introductory	1	20.00%
SharePoint 2010 Content Management for End Users (4511)	Microsoft Training	Introductory	1	20.00%
Implementing SharePoint 2013 Workflows (4512)	Microsoft Training	Intermediate	1	20.00%
Nintex Workflow (4515)	Microsoft Training	Intermediate	1	20.00%
SharePoint 2013 Enterprise Search (4516)	Microsoft Training	Intermediate	1	20.00%
Managing Security for Site Owners (4517)	Microsoft Training	Intermediate	1	20.00%
Managing SharePoint Publishing Sites for Site Owners (4518)	Microsoft Training	Intermediate	1	20.00%
Implementing SharePoint Records Management (4519)	Microsoft Training	Intermediate	1	20.00%
Creating & Designing Excel Workbooks (4610)	Microsoft Training	Introductory	1	20.00%

Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
Excel PivotTables: Building Dashboards (4611)	Microsoft Training	Introductory	1	20.00%
Automating Excel with Macros (4612)	Microsoft Training	Introductory	1	20.00%
Office 365 Overview (4616)	Microsoft Training	Introductory	1	20.00%
Office 2016: Productivity and Collaboration (4617)	Microsoft Training	Introductory	1	20.00%
The Power of PowerShell (4670)	Microsoft Training	Introductory	1	20.00%
Advanced PowerShell Scripting (4672)	Microsoft Training	Advanced	1	20.00%
Microsoft Deployment Toolkit (MDT) (4673)	Microsoft Training	Introductory	1	20.00%
Microsoft Dynamics CRM (4674)	Microsoft Training	Introductory	1	20.00%
Windows High Availability with Fault Tolerant Clusters (4677)	Microsoft Training	Intermediate	1	20.00%
Active Directory Federation Services (ADFS) (4678)	Microsoft Training	Intermediate	1	20.00%
Windows 10: What's New (4908)	Microsoft Training	Introductory	1	20.00%
PowerShell for SharePoint Administrators (4930)	Microsoft Training	Intermediate	1	20.00%
SharePoint 2016 New Features: Should I Upgrade? (4932)	Microsoft Training	Introductory	1	20.00%
Installation, Storage and Compute with Windows Server 2016 (20740) (8401)	Microsoft Training	Intermediate	5	20.00%
Networking with Windows Server 2016 (20741) (8402)	Microsoft Training	Intermediate	5	20.00%
Identity with Windows Server 2016 (20742) (8403)	Microsoft Training	Intermediate	5	20.00%
Upgrading Your Skills to MCSA: Windows Server 2016 (20743) (8404)	Microsoft Training	Intermediate	5	20.00%
Securing Windows Server 2016 (20744) (8405)	Microsoft Training	Intermediate	5	20.00%
Implementing a Software-Defined Datacenter (20745) (8406)	Microsoft Training	Intermediate	5	20.00%
Integrating On-Premises Core Infrastructure with Microsoft Azure (10992) (8407)	Microsoft Training	Intermediate	3	20.00%
Integrating On-Premises Identity Infrastructure with Microsoft Azure (10993) (8408)	Microsoft Training	Intermediate	2	20.00%
Microsoft Azure Fundamentals (10979) (8409)	Microsoft Training	Introductory	2	20.00%
Developing Microsoft Azure Solutions (20532) (8410)	Microsoft Training	Intermediate	4	20.00%
Implementing Microsoft Azure Infrastructure Solutions (20533) (8411)	Microsoft Training	Intermediate	5	20.00%
Deploying Windows Desktops and Enterprise Applications (20695) (8412)	Microsoft Training	Intermediate	5	20.00%
Administering System Center Configuration Manager and Intune (20696) (8413)	Microsoft Training	Intermediate	5	20.00%
IT Service Management with System Center Service Manager (10965) (8417)	Microsoft Training	Intermediate	5	20.00%
Planning for & Managing Devices in the Enterprise: EMS & On-Premises Tools (20398) (8419)	Microsoft Training	Intermediate	5	20.00%
Core Solutions of Microsoft Skype for Business 2015 (20334) (8434)	Microsoft Training	Intermediate	5	20.00%
Administering Microsoft Exchange Server 2016 (20345-1) (8435)	Microsoft Training	Intermediate	5	20.00%
Designing and Deploying Microsoft Exchange Server 2016 (20345-2) (8436)	Microsoft Training	Intermediate	5	20.00%
Enabling & Managing Office 365 (20347) (8437)	Microsoft Training	Intermediate	5	20.00%
Planning and Administering SharePoint 2016 (20339-1) (8438)	Microsoft Training	Intermediate	5	20.00%
Advanced Technologies of SharePoint 2016 (20339-2) (8439)	Microsoft Training	Advanced	5	20.00%
Installing and Configuring Windows Server 2012 (20410) (8442)	Microsoft Training	Intermediate	5	20.00%
Administering Windows Server 2012 (20411) (8443)	Microsoft Training	Intermediate	5	20.00%
Configuring Advanced Windows Server 2012 Services (20412) (8444)	Microsoft Training	Intermediate	5	20.00%
Implementing a Desktop Infrastructure (20415) (8445)	Microsoft Training	Intermediate	5	20.00%
Administering the Web Server (IIS) Roles of Windows Server (10972) (8446)	Microsoft Training	Intermediate	5	20.00%
Server Virtualization with Windows Server Hyper-V and Systems Center (20409) (8447)	Microsoft Training	Intermediate	5	20.00%
Configuring and Deploying a Private Cloud (20247) (8448)	Microsoft Training	Intermediate	5	20.00%
Infrastructure Provisioning with System Center Virtual Machine Manager (10981) (8449)	Microsoft Training	Intermediate	5	20.00%
Deploying and Migrating Windows Server (10974) (8450)	Microsoft Training	Intermediate	3	20.00%



Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
Fundamentals of Windows Server Infrastructure (10967) (8451)	Microsoft Training	Introductory	5	20.00%
Implementing an Advanced Server Infrastructure (20414) (8452)	Microsoft Training	Intermediate	5	20.00%
Implementing Desktop Application Environments (20416) (8453)	Microsoft Training	Intermediate	5	20.00%
Networking with Windows Server (10970) (8454)	Microsoft Training	Intermediate	5	20.00%
Storage and High Availability with Windows Server (10971) (8455)	Microsoft Training	Intermediate	5	20.00%
Active Directory Services with Windows Server (10969) (8456)	Microsoft Training	Intermediate	5	20.00%
Monitoring and Operating a Private Cloud (20246) (8457)	Microsoft Training	Intermediate	5	20.00%
Planning and Deploying System Center 2012 (10748) (8458)	Microsoft Training	Intermediate	3	20.00%
Automating Administration with PowerShell (10961) (8459)	Microsoft Training	Intermediate	5	20.00%
Core Solutions of Microsoft Exchange Server 2013 (20341) (8460)	Microsoft Training	Intermediate	5	20.00%
Advanced Solutions of Microsoft Exchange Server 2013 (20342) (8461)	Microsoft Training	Advanced	5	20.00%
Advanced Automated Administration with PowerShell (10962) (8462)	Microsoft Training	Advanced	3	20.00%
Querying Microsoft SQL Server 2014 (20461) (8463)	Microsoft Training	Intermediate	5	20.00%
Administering Microsoft SQL Server 2014 Databases (20462) (8464)	Microsoft Training	Intermediate	5	20.00%
Implementing a Data Warehouse with Microsoft SQL Server 2014 (20463) (8465)	Microsoft Training	Intermediate	5	20.00%
Developing Microsoft SQL Server 2014 Databases (20464) (8466)	Microsoft Training	Intermediate	5	20.00%
Designing Solutions for Microsoft SQL Server 2014 (20465) (8467)	Microsoft Training	Intermediate	3	20.00%
Implementing Data Models and Reports with Microsoft SQL Server 2014 (20466) (8468)	Microsoft Training	Intermediate	5	20.00%
Designing Business Intelligence Solutions with Microsoft SQL Server 2014 (20467) (8469)	Microsoft Training	Intermediate	5	20.00%
Core Solutions of Microsoft SharePoint Server 2013 (20331) (8470)	Microsoft Training	Intermediate	5	20.00%
Advanced Solutions of Microsoft SharePoint 2013 (20332) (8471)	Microsoft Training	Intermediate	5	20.00%
Developing SharePoint Server 2013 Core Solutions (20488) (8472)	Microsoft Training	Intermediate	5	20.00%
Developing Microsoft SharePoint Server 2013 Advanced Solutions (20489) (8473)	Microsoft Training	Intermediate	5	20.00%
Microsoft Enterprise Search for IT Professionals (10802) (8474)	Microsoft Training	Intermediate	3	20.00%
Introduction to C# with Microsoft .NET (2609) (8475)	Microsoft Training	Introductory	5	20.00%
Programming in C# (20483) (8476)	Microsoft Training	Intermediate	5	20.00%
Skype for Business (4918)	Microsoft Training	Introductory	1	20.00%
Machine Learning with AzureTM (5047)	Microsoft Training	Intermediate	1	20.00%
Implementing and Managing Windows 10 (20697-1) (8414)	Microsoft Training	Intermediate	5	20.00%
Deploying and Managing Windows 10 Using Enterprise Services (20697-2) (8415)	Microsoft Training	Intermediate	5	20.00%
Installing and Configuring Windows 10 (20698) (8416)	Microsoft Training	Intermediate	5	20.00%
Supporting and Troubleshooting Windows 10 (10982) (8418)	Microsoft Training	Intermediate	5	20.00%
Developing ASP.NET MVC 4 Web Applications (20486) (8440)	Microsoft Training	Intermediate	5	20.00%
Developing Microsoft Azure and Web Services (20487) (8441)	Microsoft Training	Intermediate	5	20.00%
Virtualization Technologies Introduction (170)	Networking and Wireless Training	Introductory	4	20.00%
CompTIA A+ Certification Exam Prep (445)	Networking and Wireless Training	Intermediate	5	20.00%
Introduction to Networking (450)	Networking and Wireless Training	Introductory	4	20.00%
Network Configuration and Troubleshooting (451)	Networking and Wireless Training	Intermediate	4	20.00%
Integrating Mac OS X in the Enterprise (947)	Networking and Wireless Training	Introductory	4	20.00%
Troubleshooting VMware vSphere (2701)	Networking and Wireless Training	Intermediate	4	20.00%
Introduction to Software-Defined Networking (SDN) (2705)	Networking and Wireless Training	Intermediate	3	20.00%
Preparing for the CompTIA Network+ Certification Exam (2708)	Networking and Wireless Training	Intermediate	5	20.00%
TCP/IP Network Address Fundamentals (4573)	Networking and Wireless Training	Intermediate	1	20.00%
Troubleshooting Switches, VLANs and Routers (4575)	Networking and Wireless Training	Intermediate	1	20.00%

Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
Simplified IP Address Calculations (4846)	Networking and Wireless Training	Introductory	1	20.00%
Securing Google Cloud Platform (4715)	Networking and Wireless Training	Introductory	1	20.00%
PRINCE2® Achieving Foundation & Practitioner Certification (177)	Project Management	Intermediate	5	20.00%
Project Management Professional (PMP)® Exam Prep (276)	Project Management	Intermediate	5	20.00%
Risk Management for Projects, Programs and Operations (286)	Project Management	Intermediate	4	20.00%
Complex Project Management (287)	Project Management	Advanced	4	20.00%
Project Management: Skills for Success (296)	Project Management	Introductory	4	20.00%
Project Leadership: Building High-Performance Teams (346)	Project Management	Introductory	4	20.00%
SharePoint 2013: Creating a Project Management Information System (PMIS) (919)	Project Management	Introductory	3	20.00%
Project Time and Cost Management (923)	Project Management	Introductory	4	20.00%
ITIL® Intermediate: Service Strategy (982)	Project Management	Intermediate	3	20.00%
ITIL® Managing Across the Lifecycle Qualification (983)	Project Management	Advanced	5	20.00%
ITIL® Intermediate: Service Operation (991)	Project Management	Intermediate	3	20.00%
ITIL® Intermediate: Service Transition (992)	Project Management	Intermediate	3	20.00%
ITIL® Intermediate: Service Design (993)	Project Management	Intermediate	3	20.00%
ITIL® Intermediate: Continual Service Improvement (994)	Project Management	Intermediate	3	20.00%
ITIL® Intermediate: Operational Support and Analysis (995)	Project Management	Intermediate	5	20.00%
ITIL® Intermediate: Release, Control and Validation (996)	Project Management	Intermediate	5	20.00%
ITIL® Intermediate: Planning, Protection and Optimization (997)	Project Management	Intermediate	5	20.00%
ITIL® Intermediate: Service Offerings and Agreements (998)	Project Management	Intermediate	5	20.00%
ITIL(r) Practitioner: The Business values to the Organisation (1085)	Project Management	Introductory	1	20.00%
Preparing for Your ITIL® Intermediate Course (1092)	Project Management	Introductory	1	20.00%
Achieving ITIL® Foundation Certification (1197)	Project Management	Introductory	3	20.00%
Achieving ITIL® Practitioner Certification (1198)	Project Management	Intermediate	2	20.00%
Certified Associate in Project Management (CAPM)® Exam Prep (3601)	Project Management	Intermediate	3	20.00%
Building and Evolving a Project Management Office (3610)	Project Management	Introductory	3	20.00%
Program Management: Essential Skills for Your Program Success (3611)	Project Management	Intermediate	4	20.00%
APMG AgilePM® Achieving Foundation & Practitioner Certification (3633)	Project Management	Intermediate	5	20.00%
Senior/Expert Program Management (3660)	Project Management	Advanced	4	20.00%
Senior/Expert Acquisition Management (3661)	Project Management	Advanced	4	20.00%
Senior/Expert Business Management for Government Applications (3662)	Project Management	Advanced	4	20.00%
Entry Project Management (3664)	Project Management	Introductory	4	20.00%
Entry Acquisition Management (3665)	Project Management	Introductory	3	20.00%
Entry Business Management for Government Applications (3666)	Project Management	Introductory	3	20.00%
Entry Leadership and Interpersonal Skills (3667)	Project Management	Introductory	3	20.00%
Journeyman Project/Program Management (3668)	Project Management	Intermediate	4	20.00%
Journeyman Acquisition Management (3669)	Project Management	Intermediate	4	20.00%
Journeyman Business Management for Government Applications (3670)	Project Management	Intermediate	4	20.00%
Journeyman Leadership and Interpersonal Skills (3671)	Project Management	Intermediate	3	20.00%
FAC-P/PM-IT: Planning and Management (3672)	Project Management	Intermediate	5	20.00%
FAC-P/PM-IT: Architecture and Design (3673)	Project Management	Intermediate	4	20.00%
Microsoft Project Introduction (3702)	Project Management	Introductory	3	20.00%
COBIT® 5 Foundation (3922)	Project Management	Intermediate	3	20.00%
Defining IT Skills, Roles and Responsibilities using the SFIA Framework (3930)	Project Management	Intermediate	1	20.00%
IT Skills Assessment Workshop using the SFIA Framework (3931)	Project Management	Intermediate	1	20.00%
ITIL® Foundation Preparation - Part 1 (4101)	Project Management	Introductory	1	20.00%

Instructor-Led Training Class (Public Classes)	Category/Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
ITIL® Foundation Preparation - Part 2 (4102)	Project Management	Introductory	1	20.00%
ITIL® Foundation Preparation - Part 3 (4103)	Project Management	Introductory	1	20.00%
Managing Large Initiatives with MS Project (4613)	Project Management	Introductory	1	20.00%
Project Management Fundamentals (4621)	Project Management	Introductory	1	20.00%
Earned Value Management (4623)	Project Management	Advanced	1	20.00%
Project Rescue (4624)	Project Management	Intermediate	1	20.00%
The Project Business Case (4625)	Project Management	Introductory	1	20.00%
Project Scope Management (4626)	Project Management	Intermediate	1	20.00%
Project Time Management (4627)	Project Management	Intermediate	1	20.00%
Project Communications and Stakeholder Management (4628)	Project Management	Intermediate	1	20.00%
Project Risk Management (4629)	Project Management	Intermediate	1	20.00%
Conflict Management for Project Managers (4632)	Project Management	Intermediate	1	20.00%
Negotiation Skills for Project Managers (4633)	Project Management	Intermediate	1	20.00%
Project Cost Management (4916)	Project Management	Intermediate	1	20.00%
Project Procurement Management (4917)	Project Management	Intermediate	1	20.00%
Innovation for IT Projects (4977)	Project Management	Intermediate	1	20.00%
Red Hat Linux Migration (5021)	Red Hat	Intermediate	1	10.01%
Disaster Recovery Planning: Ensuring Business Continuity (289)	Security Training	Introductory	4	20.00%
CompTIA Security+ Certification Exam Preparation (446)	Security Training	Intermediate	5	20.00%
System and Network Security Introduction (468)	Security Training	Introductory	4	20.00%
Penetration Testing: Tools and Techniques (537)	Security Training	Intermediate	4	20.00%
Vulnerability Assessment: Protecting Your Organization (589)	Security Training	Introductory	4	20.00%
Securing Web Applications, Services and Servers (940)	Security Training	Introductory	4	20.00%
Defending the Perimeter from Cyber Attacks (2010)	Security Training	Intermediate	4	20.00%
Endpoint Security and Network Access Control (2011)	Security Training	Intermediate	4	20.00%
Targeted Human Threats: Social Engineering Deceptions, Exploits and Defenses (2012)	Security Training	Intermediate	3	20.00%
Cyber Security Risk Assessment & Management (2013)	Security Training	Intermediate	4	20.00%
Certified Security Analyst (ECSA) Exam Preparation (VILT) (2024)	Security Training	Intermediate	5	10.01%
Certified Incident Handler (ECIH) Exam Preparation (CIH) (VILT) (2025)	Security Training	Intermediate	5	10.01%
Certified Information Security Officer (CCISO) Exam Preparation (VILT) (2026)	Security Training	Intermediate	5	10.01%
Certified Ethical Hacker (CEH) Certification Exam Preparation (2031)	Security Training	Intermediate	5	10.01%
Certified Network Defender (CND) Exam Preparation (2032)	Security Training	Intermediate	5	10.01%
Certified Information Security Manager (CISM) Exam Preparation (2036)	Security Training	Intermediate	4	10.01%
Certified Information Security Auditor (CISA) Exam Preparation (2040)	Security Training	Intermediate	4	10.01%
CompTIA Advanced Security Practitioner (CASP) Certification Exam Preparation (2046)	Security Training	Intermediate	5	20.00%
Cyber Security for Management and the Boardroom (2050)	Security Training	Intermediate	1	11.00%
Cyber Security Risk Assessment & Management for the U.S. Government (2051)	Security Training	Intermediate	4	20.00%
Cyber Security Risk Management Framework for the Department of Defense (2052)	Security Training	Intermediate	4	20.00%
Cyber Security Risk Assessment & Management for U.S. State and Local Governments (2053)	Security Training	Intermediate	4	20.00%
Advanced Persistent Threats: Targeted Attacks & Defenses (2054)	Security Training	Advanced	4	20.00%
Digital Forensics Tools and Techniques (2055)	Security Training	Advanced	5	20.00%
Identity Management (2056)	Security Training	Intermediate	4	20.00%

<b>Instructor-Led Training Class (Public Classes)</b>	<b>Category/Class</b>	<b>Course Level(s)</b>	<b>Course Length (Number of Days)</b>	<b>DIR Customer Discount</b>
Certified Information Systems Security Professional (CISSP) Certification Exam Preparation (2058)	Security Training	Intermediate	5	10.01%
Cyber Security: Accessibility and Quality (3674)	Security Training	Intermediate	4	20.00%
National Cybersecurity Workforce Framework Workshop (3941)	Security Training	Introductory	1	20.00%
Cyber Security: Key Elements for Success (4520)	Security Training	Introductory	1	20.00%
Starter Guide to Cyber Security (4521)	Security Training	Introductory	1	20.00%
Security Awareness (4522)	Security Training	Introductory	1	20.00%
Metasploit (4523)	Security Training	Advanced	1	20.00%
Managing PKI (4525)	Security Training	Introductory	1	20.00%
Hacking and Securing Wireless Networks (4526)	Security Training	Introductory	1	20.00%
Compliance Checklists (NIST Framework) (4528)	Security Training	Introductory	1	20.00%
Implementing Web Application Security (4529)	Security Training	Introductory	1	20.00%
Deploying VMware vSphere (171)	VMWare	Intermediate	4	10.01%



Learning Tree International  
DIR-TSO-4006  
Appendix C - Pricing Index (per Amendment 1)

Private Management class at awarded Vendor Site (required)	Category / Class	Course Level(s)	Course Length (Number of Days)	DIR Customer Discount
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**ONSITE Classes**

Private **Technical** class at awarded Vendor Site (required)

**Course Duration**

1-Day Event	12.83%
2-Day Event	12.88%
3-Day Event	12.85%
4-Day Event	13.11%
5-Day Event	13.11%

Private **Technical** Class at Customer site (customer provides lab; required)

**Course Duration**

1-Day Event	12.83%
2-Day Event	12.88%
3-Day Event	12.85%
4-Day Event	13.11%
5-Day Event	13.11%

Private **Management** Class at Customer site (customer provides lab; required) Non-technical

**Course Duration**

1-Day Event	12.76%
2-Day Event	12.89%
3-Day Event	25.20%
4-Day Event	24.61%
5-Day Event	25.32%

*All DIR pricing is negotiable based upon volume and event delivery options, including but not limited to, virtual delivery, material packaging (hard copy vs. electronic delivery), post SME support...*

*Additional discounting will be provided by Learning Tree to each DIR customer which will provide DIR additional margins for our collective delivery.*

**Fees for miscellaneous items (optional)**

**SME Support**

\$2700/Day for SME Support

*SME Support includes additional facilitation requests, mentoring/coaching services and organizational assessment services.*